



Management Development Program
On
Public Private Partnerships

10 February -12 February 2025



Programme Directors

Nidhi Sharma

Dr. Prem Singh

Introduction

Infrastructure development has acquired a fresh impetus in the Indian context largely due to the capital expenditure thrust of the Government of India in the post-pandemic economic scenario. This is in addition to the increasing global interest in India infrastructure segment. Public-private partnerships (PPPs) are increasingly being used as strategy to address infrastructure development challenges. Both the government and private sector proponents of these projects and the policy analysts need to engage in a practical and informed discussion to make this tool effective. The program provides the right platform for an open and informed conversation to understand this tool, discuss its shortcomings and explore possible solutions. This program will examine how government can partner with for-profit and non-profit organizations for solving some of the most challenging problems of infrastructure development. The program will discuss the growing prevalence of PPPs in India and its use by government to transfer risk and responsibility to the private sector in exchange for financial or other incentives. Discussions will also emphasize the inherent management challenges within multi-stakeholder partnerships and their impact on performance in the delivery of public services and how to put in place a good implementation and monitoring mechanism in a PPP. The emphasis of the program will be on applied learning through active engagement of participants.

Objectives

1. To sensitize participants on the importance of PPPs in developing infrastructure (physical & social) in Indian context.
2. To understand the rationale for using PPP as one of the procurement methods in public sector.
3. To understand the concept of “Value for Money” (VFM) and economic feasibility in PPPs.
4. To comprehend the various issues in Tendering and Contracting in PPPs
5. To draft a good Model Concession Agreement in PPPs
6. To have in depth understanding of ‘Post Award Contract Management’ in PPPs
7. To be able to structure a good PPP and have all skills to ground a good PPP

For Whom

1. Officials of Ministries in Govt. of India
2. Officials in the State Government
3. Officials of Central and State PSUs
4. Officials of Private sector working in areas of Infrastructure and/or Government verticals.

Pedagogy

The program pedagogy will include various training methods such as lectures, class room discussions, exercises, case studies and assessments.

Faculty

All sessions in this program will be co-facilitated by the Program Directors.

Duration and Venue

The Programme is scheduled from **3-5 October 2024** and another slot is **10-12 February 2025** at IIM Raipur, Atal Nagar, New Raipur.

Registration Fee

The registration fee per participant is **Rs. 6,000/- + 2500/-** per day plus taxes as applicable (**on twin sharing basis**). Registration fees per participant will be **Rs. 6,000/- + 4500/-** per day plus taxes as applicable **on Single sharing basis**.

This includes academic fee, programme kit for participants, boarding and lodging.

Payment can be made online by registering through the website.

Upon remitting the fees online, kindly intimate the EL& D Office with the UTR No /Relevant transaction details through email, so that we can connect your remittance to your nomination(s).

Last date

The last date for receipt of nominations for the Programme is **Two week before the commencement of program** and the last date of withdrawal is **one week before the commencement of program**. Any withdrawal request received after this duration will be subject to deductions as per the Institute's rules. In case of subsequent withdrawal or cancellation of nomination(s), no refund of fee will be allowed. However, substitutes may be permitted with prior intimation.

Enquiry

For any information regarding this programme, you may contact as below:

EL&D Office: eldc_office@iimraipur.ac.in Ph: 0771-2474669, 697

About Programme Directors



Nidhi Sharma has worked as an IRS officer for more than two decades. She has experience of working with the Directorate of Infrastructure, CBDT and NITI Aayog, among various other postings. She has practical experience of handling project conception, design, planning and implementation, tendering and contracting, monitoring of projects and the intricacies of policy formulation and

implementation. In addition to a hands-on understanding of the complexities of working in the field, she has an in-depth understanding of the rigorous academic concepts and their application to

practitioners. She has trained civil servants of different seniorities on these topics at the Lal Bahadur Shastri National Academy of Administration, Mussoorie for over a decade. She is a certified Master Trainer in PPP, Project Appraisal and Negotiation strategies.



Dr Prem Singh has worked as an IAS officer in the State and Central Govt. in Department of Economic Affairs and NITI Aayog. He has vast experience of project conception, planning and implementation at the field level. He also has vast experience of policy formulation and monitoring & evaluation of various projects at the Ministry level. He has trained civil servants of different seniority in LBSNAA, Mussoorie and various other institutes for more than a decade. He

is a certified Master Trainer in PPP, Project Appraisal, Project Management and Negotiation Strategies and can bring in various experience of practice and theory in delivery of the Program.

Indian Institute of Management Raipur

The Indian Institute of Management (IIM) brand has now become synonymous with innovation, talent, and zeal for success and contribution to management. The Government of India set up IIM Raipur in 2010 to meet the growing demand for top-quality professionals. It is situated at Raipur in the state of Chhattisgarh—one of the fastest growing states of India, with its rich mineral, forest, natural and local resources. The Post-Graduate Programme in Management (PGP) was started in 2010, whereas Fellow Programme in Management (FPM) & Executive Fellow Programme in Management (EFPM) was started in 2013. Executive Post-Graduate Programme (ePGP) was started in 2021.

IIM Raipur has grown and improved in quality, as evidenced by the NIRF ranking of management institutes, which moves up from 18th in 2016 to **11th** in 2023.

IIM Raipur offers top-notch management education on its 200-acre, state-of-the-art well-equipped lecture rooms, a library, a simulation lab, and a pleasant lodging campus in Atal Nagar, Naya Raipur. With the goal of becoming a highly regarded business school worldwide, IIM Raipur has partnered with numerous business schools in Europe, South America, Australia, New Zealand, and the United States for faculty and student exchange Programmes.

LOCATION

The IIM Raipur campus is located about 20 minutes' drive from the Swami Vivekananda Airport, Raipur.

For any Correspondence / Administrative enquiries, please feel free to contact below:

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